

# Business Update

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Energy Automation Solutions

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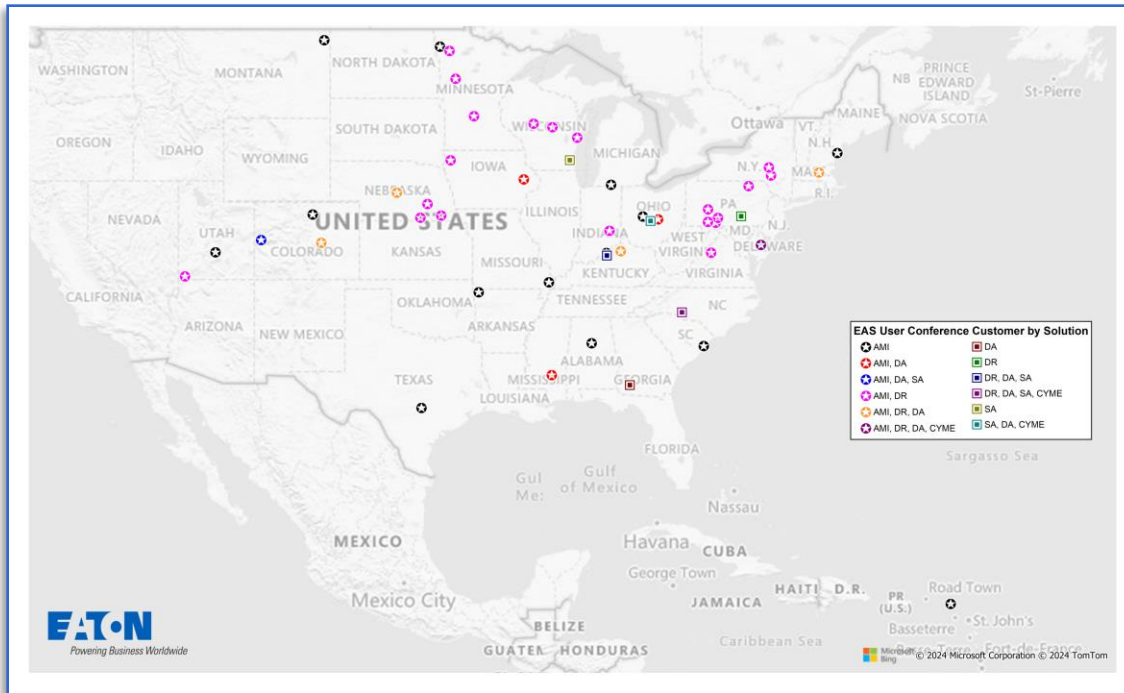


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# Welcome Attendees

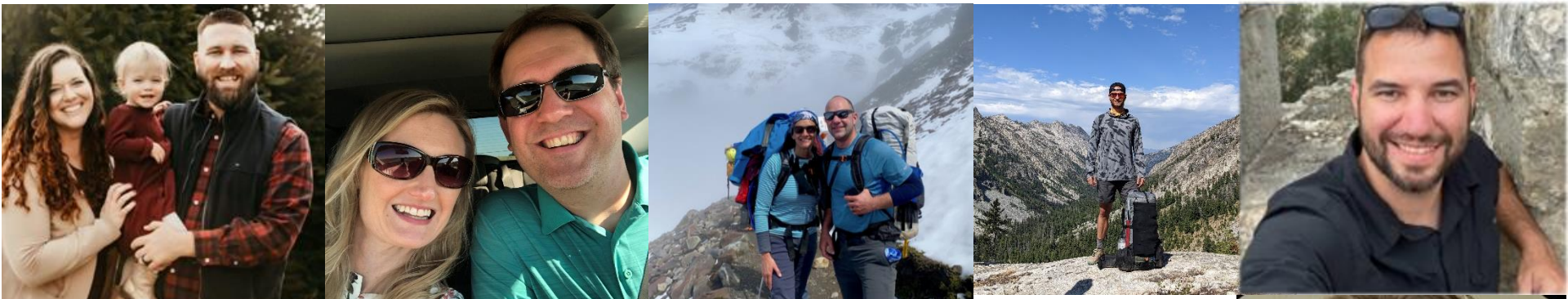
Allegheny Electric Cooperative, Inc.  
American Electric Power  
American Transmission Company  
Anguilla Electricity Company Limited  
Bedford Rural Electric Cooperative  
Bentonville Electric Utility Department  
Central Wisconsin Electric Cooperative  
City of Georgetown Electric Utility  
City of Loveland - Water and Power  
City of San Marcos  
City of Sturgis  
City of Thief River Falls  
Clark County REMC  
Clark Electric Cooperative  
Claverack Rural Electric Cooperative  
Custer Public Power District  
Delaware County Electric Cooperative  
Delaware Electric Cooperative  
Detroit Lakes of Public Utilities  
Dixie Power  
Duke Energy  
Garkane Energy  
Grand Valley Power  
Harrisonburg Electrical Commission  
Kennebunk Light and Power



LG&E-KU  
Manitowoc Public Utilities  
Maquoketa Valley Electric  
Meeker Cooperative  
Mitchell EMC  
Mountain View Electric  
New Enterprise REC  
Norris Public Power District  
North West REC  
Otsego Electric Cooperative  
Owen Electric  
Perennial Public Power District  
PKM Electric Cooperative  
REA Energy Cooperative, Inc  
RushShelby Energy  
Shenandoah Valley Electric Coop.  
Sheridan Electric  
Sikeston Board of Municipal Utilities  
Somerset Rural Electric  
South Central PPD  
Southern Pine Electric Cooperative  
Sterling Municipal Light Department  
Tarrant Electric  
The Energy Cooperative  
Union Rural Electric Cooperative

**99 Attendees representing 50 Utilities, 26 States,  
and 1 Caribbean Island**

# Thank You to our Conference Customer Advisory Board



- James Begell, American Electric Power
- Brad Lingen, Missouri River Energy Services (MRES)
- Matt Williams, Grand Valley Power
- Michael Bogart, Duke Energy
- CJ Myers, Delaware Electric Coop – Utility Chair
- April Gross, Custer Public Power District



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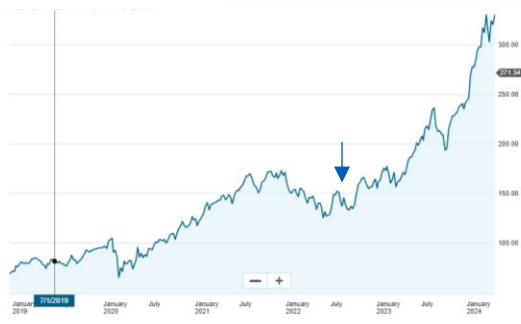
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# Eaton at a glance

Vision: *To improve the quality of life and the environment through the use of power management technologies and services*

- Chairman & CEO – Craig Arnold
- Carbon neutral by 2030
- 5-year stock performance



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- ▲ EAS main offices
- EAS factories (contract EMS)

## 2023 Financials

**Total sales:**  
\$23.2 Billion USD

**Net income:**  
\$3.2 Billion USD



# EAS Solutions for Grid Modernization & Digitization

Plan

Operate

Optimize

## Brightlayer digital solutions for utilities



Distribution planning



Smart grid



Demand management



Distribution automation



Substation automation



Services

## Distribution equipment for utilities



Capacitors



Medium voltage  
circuit breakers



Medium voltage  
switchgear



Network protectors



Voltage regulators



Reclosers and  
controls



PEAK™  
transformers



Current-limiting fuses



Overhead switches

# EAS Leadership



Emmy  
Lenzen

HR

Thierry  
Godart

GM



Ken  
McPherson

SALES



Scott  
Staggert

Operation



Jon Day  
ton

Services



Stacey  
Nelson

Engineering



Philippe  
Beauchamp

Utility Solutions



Austin  
Hauck

Finance



Ken  
Polarek

Strategy



Thierry  
Godart

Product Mgt

# Strategic Initiatives & New Products

- Customer Success
- Utility Solutions
- Digital Substation
  - [Eaton.com/SMPDistribution](https://www.eaton.com/SMPDistribution)
- Advanced Distribution Planning
  - [Eaton.com/adps](https://www.eaton.com/adps)
- Cloud, Virtualization & AI



SMP DA-3050



LCR-7600

Coming soon..



CBC-9000



LCR-7200



GA 3



Edge Compute Platform



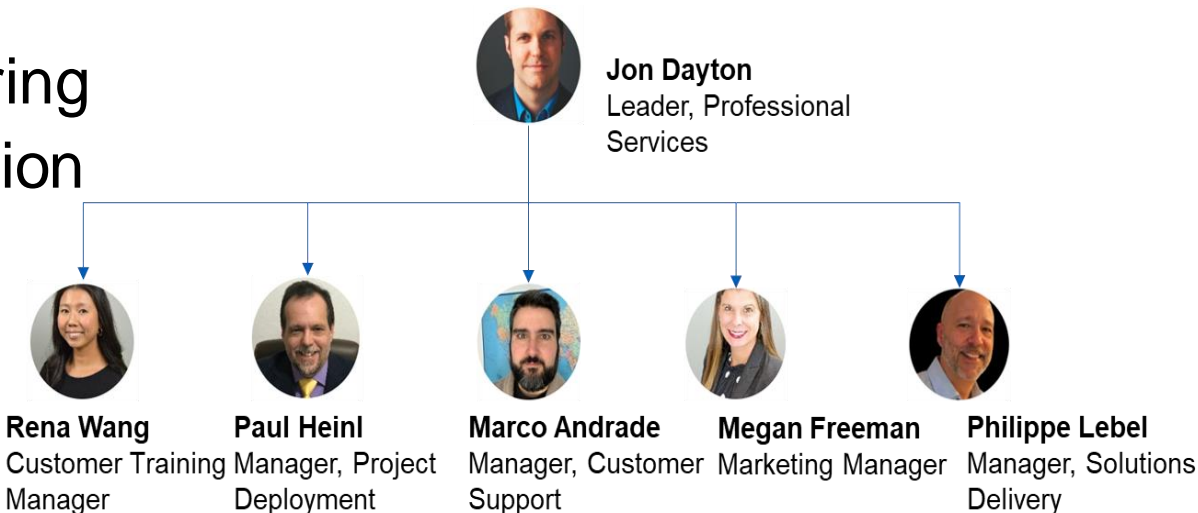
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# Focus on Customer Success

- Training Department
- Unified Support
- Application Engineering
- Product Documentation
- Project Execution
  - Deployment
  - Solutions
  - Hosting
- EATONCARE support

## 23 Recent Hires

2 RF engineers	5 Support engineers	1 DR App Engineer
5 project managers	7 Project engineers	3 GA App Engineers



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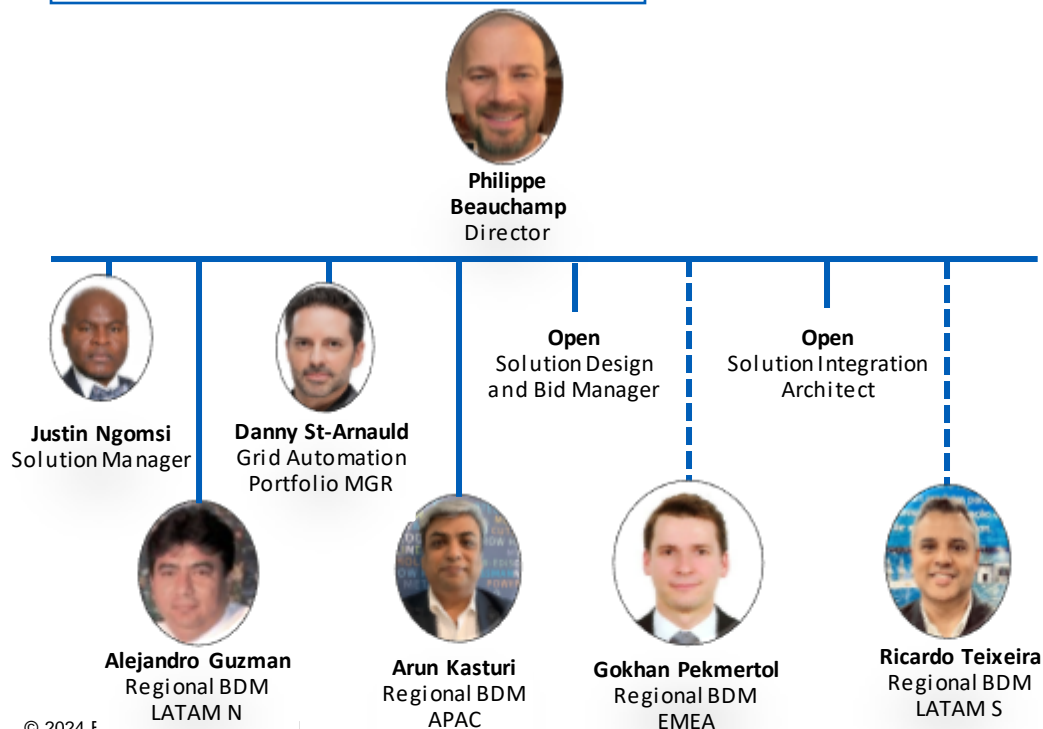


# Innovation through solutions

## 2 Recent Hires

1 Solutions Enterprise SW program Manager  
1 Grid Automation Portfolio Manager

- **Innovation**
  - Market – Driven with PoCs
  - Focus on customer pain points
- **Integration**
  - Integrate edge to enterprise
  - Planning to operations
- **Agile**
  - Uncertainty of success – must experiment
  - Use case driven, cross-product lines
- **With Partners**
  - Early Adopters / System Integrators
  - Industry Advisory Board



# Investment in Smart Grid for Public Power

- AMI 2.0
- Water nodes
- New meters
- New LCRs
- Network simulator
- Propagation studies
- Software & Analytics
- PLC end of life: last buy program
- 24 new R&D for AMI/DR:
  - Firmware engineers
  - Software developers
  - QA engineers & testers
  - RF Metrology expansion
  - Project managers, Product Owners, UX Designers

12 new customers in 2023-24



New LCR-7200



New Itron  
CENTRON  
Polyphase III (CP3)

# Partner Presentations in Tracks

Wednesday 1:00–2:00 p.m.	EV Control with AMI Disconnect Meters	Bridget Penton, Amy Olson, and Nathan Lindblad, <b>Detroit Lakes Public Utilities</b>	Grand Station 3 + 4
Wednesday 2:15–4:30 p.m.	Metercat Training	Octavio Reza, <b>Honeywell</b>	Grand Station 3 + 4
Thursday 3:30–4:30 p.m.	MyMeter-New Features	Ed Houn, <b>Accelerated Innovations</b>	Grand Station 3 + 4
Wednesday 3:30–4:30 p.m.	Duke's Demand Response Cellular Transition	Michael Bogart, <b>Duke Energy</b>	Grand Station 5
Thursday 2:15–3:15 p.m.	LGE KU Customer Presentation	Syd Ullis, <b>LGE KU</b> , and Patrick Cossette	Woodlawn
Thursday 3:30–4:30 p.m.	Edge Computing at AEP	James Begell, <b>AEP</b>	Woodlawn



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# Reminders

- Thanks to our sponsors
  - **Professional Computer Services**
  - **Accelerated Innovations**
- Meet with an expert - visit the lounge in Admiral Room
- Professional Development Hours (PDHs)/CEUs available upon request
  - Email Megan Freeman at [meganfreeman@eaton.com](mailto:meganfreeman@eaton.com)
- Networking Event Tonight: **Shorty's Pins x Pints**
  - Meet in lobby at 5:15 p.m. to board bus
- Networking Event Tomorrow: **Dinner cruise** - Gateway Clipper
  - Meet in lobby at 5:15 p.m. to walk to dock



# Thank You to our Planning Committee Delegates

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**Agenda coordination:** Rena Wang

**AMI:** Michael Sharp, TJ LaPorte

**DR:** Elliott Mills

**Yukon:** David Sutton

**DA:** Ryan Rausch, Jasmin Giroux-Maltais, Troy Hedlund

**SA:** Eric Lebeau, Patrick Cossette, Francois Turcotte

**CYME:** Mikaela Mohaupt

**Engineering:** Owen Parry, Taylor Barto, William Corbalis

**Professional Services:** Nathan Brown, Erik Ostigaard, Jeremy Bundermann, Justin Schwantes



# Thank You Megan!



- All conference logistics and communications
- Customer Advisory Board organization lead
- Evening and Networking Event planning and coordination



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